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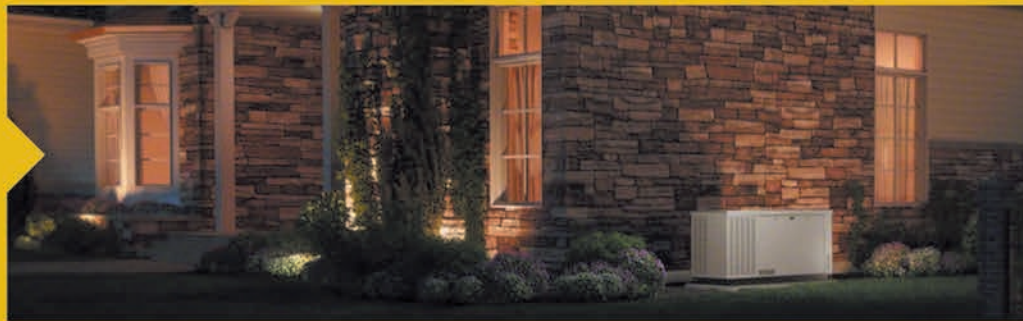
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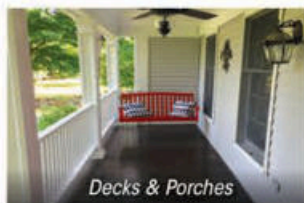
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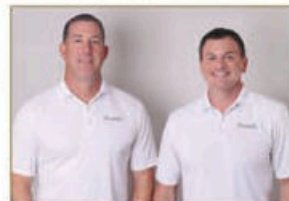
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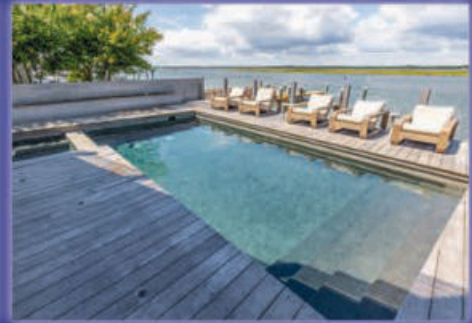
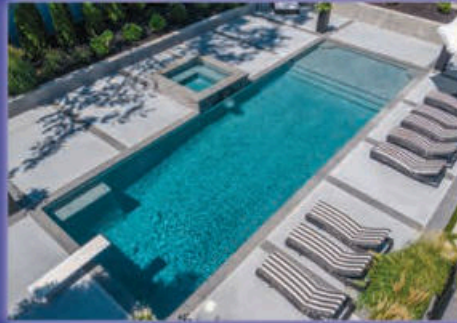
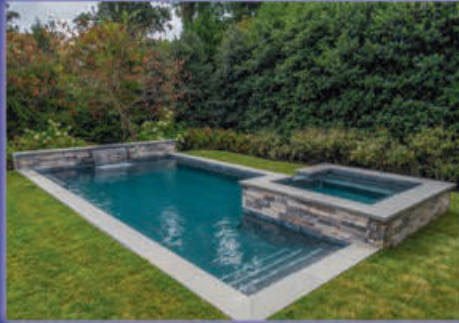
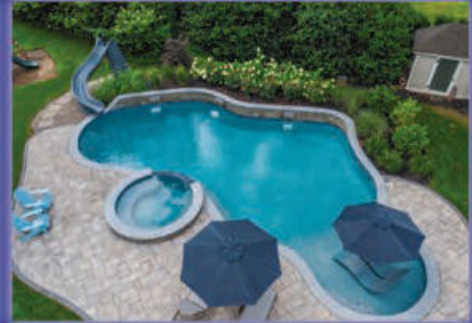
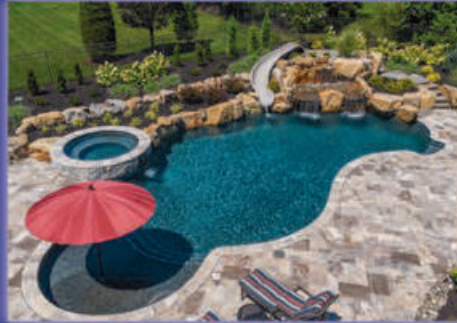
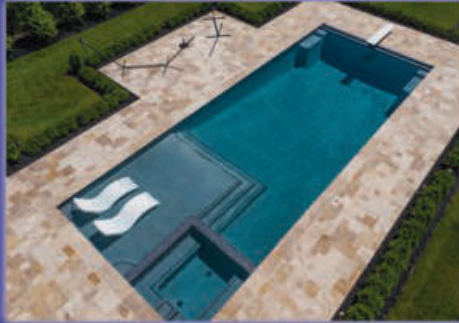


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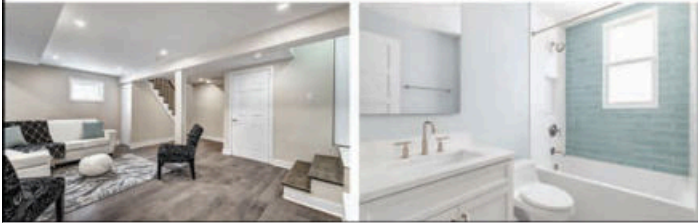
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Putting Customers First

Now in its second generation of family ownership, Window Works and its high level of customer service continue to exceed expectations. *by Matt Cosentino*

When founders Vince and LuAnn Nigara stepped back from the day-to-day responsibilities of running Window Works last year, they knew they wanted the next owners to embody the same honesty, integrity and commitment to their clients that they had in the previous four decades. It turned out the perfect successors, who believed wholeheartedly in those core values, were right under their noses.

JC Rocha and his wife Christie, Vince and LuAnn's daughter, stepped up and assumed ownership to keep the company in the family. Since 1982, Window Works has served homeowners across New Jersey with a wide selection of window treatments and exterior shade solutions. Thanks to the example the Nigaras set for their daughter and son-in-law, the transition has been seamless.

"Vince and LuAnn taught us the importance of customer service, the ability to connect with people, provide for their needs and the magic that happens when customers become family," JC Rocha says. "I can't tell you how many people have told us that their mother or father worked with Window Works for interior window fashions or exterior awnings, and now they're working with us too. Since taking over, customer service has remained a top priority and our whole team takes pride in continuing that legacy."

Rocha started at Window Works in 2017 as an awning and window treatment specialist, and although his wife grew up

around the business, taking it over was not in their initial plans. Eventually, however, the pride and excitement that grew around continuing what her parents started took center stage in their lives. They are joined on the ownership team by Bill Campesi—Vince's cousin who has been with the company for 40 years—and by longtime, dedicated team members Kim Serafim and Carlos Martins.

"Originally, my wife and I had completely different career paths—both in customer service, but neither in the design industry," Rocha says. "But thankfully we're joined by a team of seasoned veterans who are now also partners. Through all of the connections we have and our dedication to improvement, we have something really special here."

The current team has more than 150 years of combined installation experience and Window Works boasts an A+ rating with the Better Business Bureau. The company provides free measurements and a reliable timeline for delivery and installation after an order is placed, and offers one of the best warranties in the industry.

"We're not a fly-by-night company," Rocha says. "Unlike most of our competitors who only offer a six-to-12-month labor warranty, we proudly offer a three-year labor warranty. It's important for our customers to know that if something goes wrong or a finished product is not up to their standards, that we will make the necessary adjustments until it's done right."

Window treatments are so much more than a finishing touch on a room, they really add a wow factor. Window Works offers a wide variety of custom products such as draperies, shutters, shades and motorized products.

"Our products provide energy efficiency, privacy and beauty," Rocha says. "Window treatments make rooms pop and help tell the story of your home."

"The beauty of our company is that we have the experience and bandwidth to cater to experienced designers who know exactly what they want, and to first-time homebuyers who don't yet have experience with window treatments. Our sales reps do so much more than sell—they are eager to design, create and partner with clients to choose colors, patterns and products they will be very happy with for years and years to come."

With colder weather approaching, homeowners will also be seeking ways to stay protected from the wind in their outdoor spaces, and Window Works can help with that as well.

"Our customers invest into their decks, pools and patios, but are not able to use these wonderful spaces because of heat, sun, and other weather-related concerns," Rocha says. "We offer everything from stationary and retractable awnings to louvered roofs, retractable roofs, umbrellas and sun shades. There are solutions for sun, wind and rain, and some products even have integrated gutters, lighting and heating systems. Our exterior options are often what takes a beautiful outdoor space and transforms it into a complete package. Our clients are more comfortable and make greater use of their outdoors all year long."

Known by the entire team and reiterated by Rocha, Window Works' long-standing core beliefs can be summed up as experience, expertise and excellence. Since the company's inception, providing quality interior window coverings and innovative exterior products, while delivering top-notch customer service, has and always will remain forefront.

"We have definitely upheld the focus on customer service, attention to detail and overall excellence," Rocha says. "And Vince and Lu are still on as consultants to support and guide us every step of the way." **H&H**

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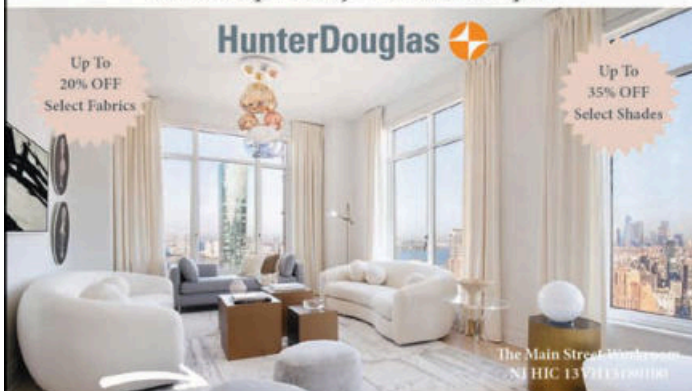
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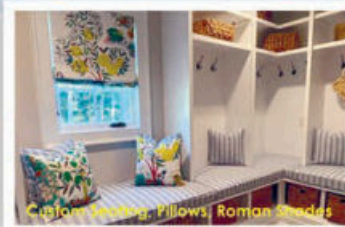
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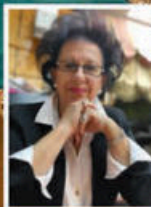


Best of HOUSE & HOME

BEST of HOUSE & HOME in: **CUSTOM UPHOLSTERY**



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How does it feel to be recognized among House & Home's Best of Winners?

It is surreal! I am humbled and so grateful to be recognized among House & Home Best of Winners. I really can't believe it. It's such a proud and remarkable moment, especially knowing my late husband would be even prouder that his legacy continues and is being recognized.

What keeps you motivated every day to do the work you do?

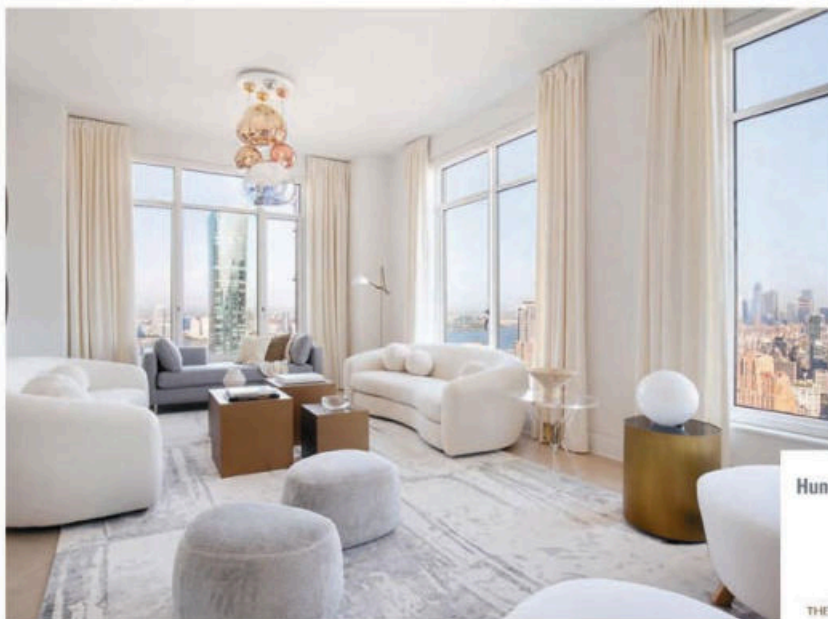
Two things motivate me to continue the work I do at Mike's custom upholstery. First and foremost is continuing the legacy of my husband who started Mike's Custom Upholstery over 40 years ago. I am proud to keep the quality of his craftsmanship going. Second, I love to see my client's happiness upon delivery or pick up of their custom furniture or window treatments. The joy on their face after seeing their projects come to life is just priceless!

What do you find most rewarding about this industry?

For 35 years, what I have found to be the most rewarding is the human connection with our clients. I have the privilege of meeting people of all walks of life. I can have conversations, see their homes, meet families and develop long lasting relationships.

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BEST of HOUSE & HOME in: **WINDOW TREATMENTS**



How many years have you been in business or in this industry?

As a family we have been in the industry for over 50 years. I grew up answering the phones at my father's shop after school. As much as I tried to shy away from the industry, I found myself back here in my mid-20s. I wouldn't have it any other way. I am currently 3rd generation owner with my husband, George Pecoraro.

What makes you the best in your industry while separating yourself from your competitors?

Being a family run business person is a huge factor in what sets us above our competitors. We treat every client like they are a member of our family. No matter how large or small their project is.

How does it feel to be recognized among House & Home Best of Winners?

It's a privilege to not only be able to continue my family's legacy, to also be recognized for our hard work. We are truly honored with this nomination. We strive for excellence on every project that comes thru our doors.

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MAXIMIZING CREATIVE POTENTIAL

BY CARLY MURRAY

Gone are the days of rarely-traversed basements, used solely as a storage space and visited seasonally to obtain holiday decorations. Basements are now viewed more commonly as a first floor, with an open-concept style akin to a blank canvas. When considering a dream home, one might envision a home theater, a customized arcade with a personal bar, a sports-themed hangout for game day, an extensive library filled wall-to-wall with books, a fitness room, a collector's haven—a combination, or something else entirely.

“Most people don’t just say, ‘We have this space, we ought to finish it.’ They’re probably thinking: it’s space for the kids to play, it’s a game room for adults, it’s an exercise area, it’s a home theater, it’s another family room. If they think through it in that way, that’s a big help for us,” says Dennis Gehman, pres-



When it comes to basements nowadays, there is no vision that is unattainable—and there's no better way to express ideas than with a large, open space.





MAXIMIZING CREATIVE POTENTIAL

ident of Gehman Design Remodeling.

These ideas and more are possible with the vision, commitment and professional resources. The extent of one's imagination can be replicated with a transformation that is uniquely theirs, and that fits the character of the home and its members.

Joe Magolon, owner of Stonebridge Renovations, points out that basement en-

tertainment areas have increasingly become a space for the entire family to create memories while enjoying their individualized attributes. One of the many creative ideas he's seen lately are chalkboard walls for the family to customize and to play with.

"I feel like the whole family's getting involved downstairs; there isn't just a kid area or an adult area anymore," he explains. "We've recently just done [a project] that had a home gym with a big, glass door and panels, so it still feels open with a lot of natural light. It had a kitchenette, plenty of space for entertaining and counter space. It hit on everything: It had that family living space to hang out, it had the pool table area, it had an area for the kids and their games."

Refurbishing a full-sized arcade machine with new buttons and controllers, which come in several colors and styles, is a great idea for a passionate collector—and can be a show-stopping focal point for a game room. However, if quantity is the goal, there is a large range of smaller, portable arcade machines that can transform a basement into a game-lined retro arcade. Of course, this would not be complete without

one or more table games to provide that classic warmth.

"Eighty percent of what we sell is extremely customizable; you can completely do whatever. You could really change the look, you could change the wood ... and there are multiple finishes available," says Audra DelConte, owner of Royal Billiard & Recreation. "The bar that is often down in that lower-level space will also be coordinated with the game tables ... but our specialty is doing a whole package for people to complete their room. All of our products—whether bar, card table, pool table—can be coordinated."

Basement bars can be found in trendy lower-level areas in households both with and without children. In entertainment spaces designated for all ages, liquor can be concealed and stored in safe, locked cabinets. And for homes with adults only, it can be displayed in a variety of inventive ways. DelConte comments that a lot of people are embracing a speakeasy aesthetic lately—with dark, moody colors, classic and cozy designs and hidden features. Popularly utilized smart home automation harmonizes modern and vintage by allowing convenience

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MAXIMIZING CREATIVE POTENTIAL

and easily-altered atmospheric conditions like colored lights, music and more.

“People are doing some really cool, hidden built-in storage for [table game accessories]. A lot of the pool tables we sell have a hidden storage door built into them. So, that kind of goes along the lines of that [speakeasy] theme. Reclaimed wood products are still going strong—we see a lot of that and the rustic look, but we are seeing more of the traditional Queen Anne style,” DelConte says.

Fitting into this trend perfectly are Murphy Doors, which are designed to open to hidden spaces. This incorporates a feeling of magic as well as provides extra security for valuables. They also function as an easy way to divide the space into different designated areas. Ultimately, there is still a major storage element to consider in the basement though it is no longer the main purpose.

“We like to get creative with storage areas ... like little nooks under the stairs, we’ve done drink rails in the entertainment area. A lot of people lately have been loving the Murphy Doors,” says Magolon. “It looks like a bookshelf, and it brings you back to, like, a wine cellar or different areas like that. The Murphy Doors have definitely been up and coming, [as are] custom built-ins for more storage.”

Finishing a basement is not only fun and games—even though the finished product will be. A consideration of utilities is key to obtaining a successful final result. A professional can help place appliances and demonstrate ways to conceal or blend in unsightly elements like electrical panels. Keeping this in mind extends beyond ap-

pearances, as it also may affect comfort within and enjoyability of the area.

“One of the things that people are often surprised about is, when they want to finish the basement, typically it’s going to involve HVAC, because they want that space to be comfortable. Most of the time, the existing heating and air conditioning systems in the home are not large enough for that additional square footage,” explains Gehman.

He adds that planning for this in advance helps people budget properly, and that he is required to insulate basement walls—which helps conserve energy. A good contractor can assist clients in considering all of these necessary factors with time estimates and what local regulations may be relevant to each home. Then, one can focus on the most important part: allowing imagination, personalization and artistry to take flight. **H&H**



RESOURCES

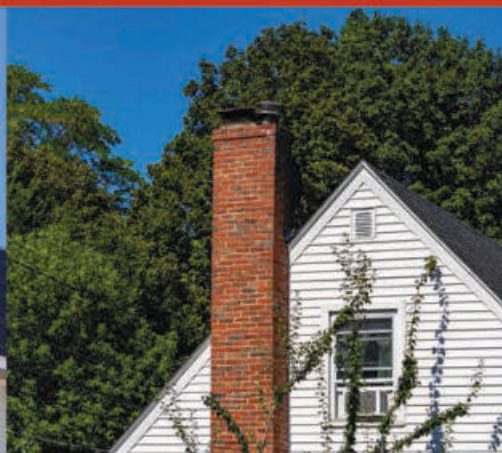
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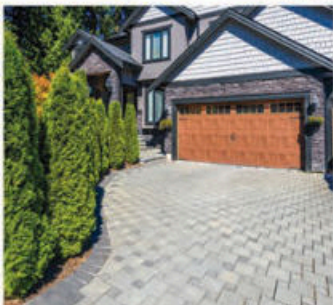
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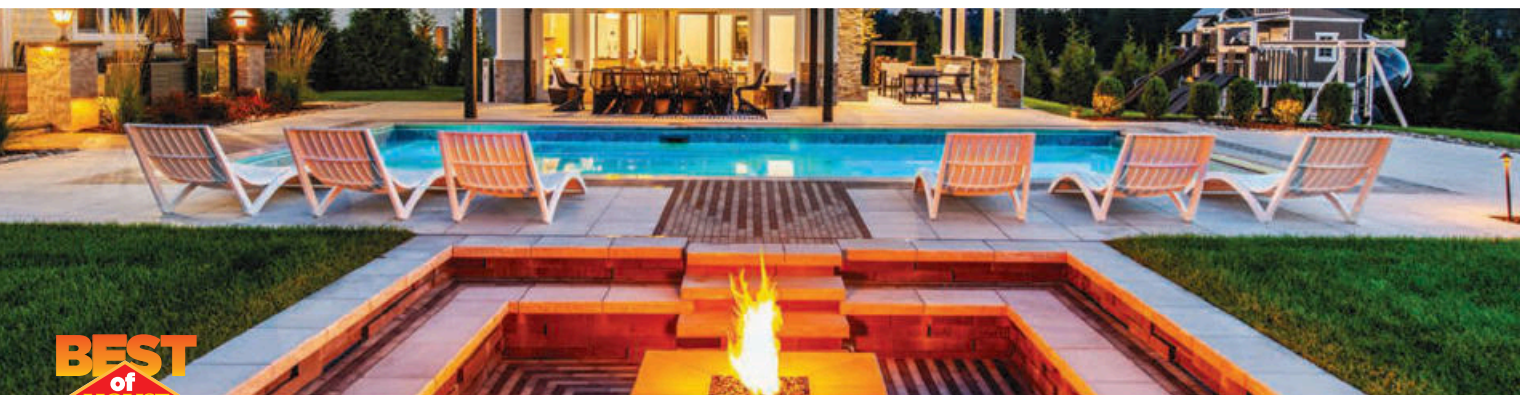
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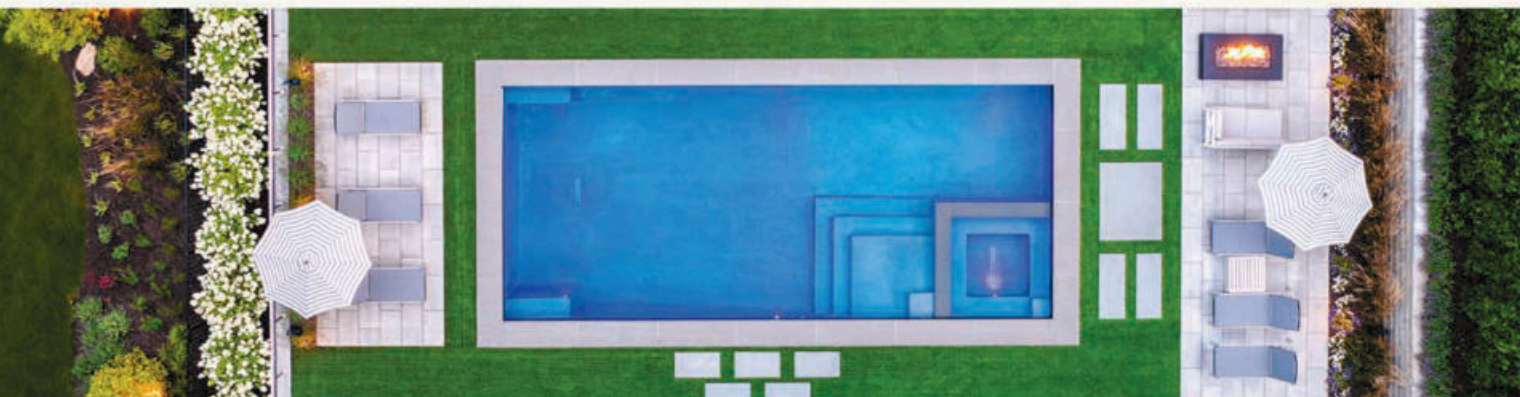


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Eric Cording
Landscape
Designer

Our Family Looks Forward To Working With Your Family!